



Overview Presentation



Arizona Industries for the Blind

We See Success!



AIB is About People!

130 Employees – 75 of Which are Blind or Visually Impaired





AIB is About Business!

Creating Employment Opportunities for People Who Are Blind

- *Manufacturing*
- *Warehousing & Distribution*
- *Document Imaging*
- *Base Supply Centers - Retail*



Arizona Industries for the Blind

- *Established in 1952 by Arizona Revised Statutes 41-1971 through 41-1976 to provide employment and training opportunities for Arizona residents who are blind.*



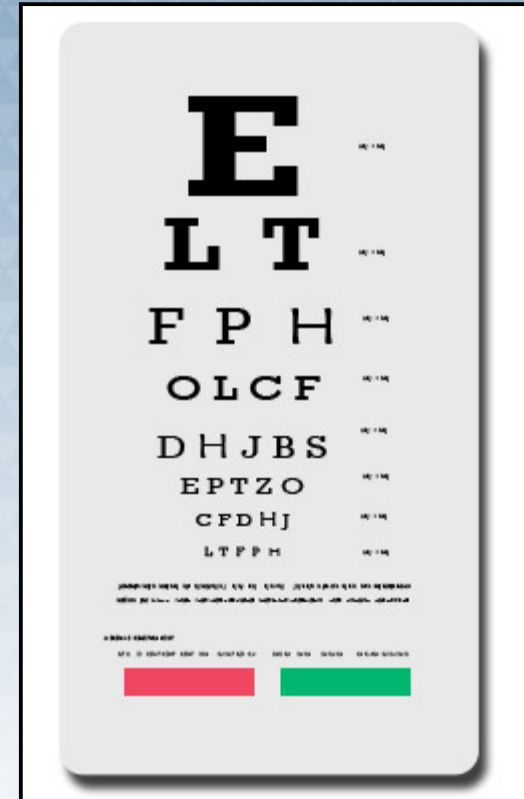
AIB's Mission & Vision

- ***Mission:*** To create, sustain and improve employment opportunities for people who are blind while providing the highest quality products and services to our customers.
- ***Vision:*** That every person who is blind or visually impaired, who desires a job, will have meaningful, rewarding employment.
- ***Why We Exist:*** So that people who are blind can lead more productive and independent lives, pay taxes, help support families and join in the American work experience.



Blindness

- A person is considered legally blind when the best corrected visual acuity is 20/200 or the person's visual field is 20 degrees or less.
- Most legally blind persons have some remaining limited vision. Approximately 14% of those deemed legally blind, by any measure, have no vision.

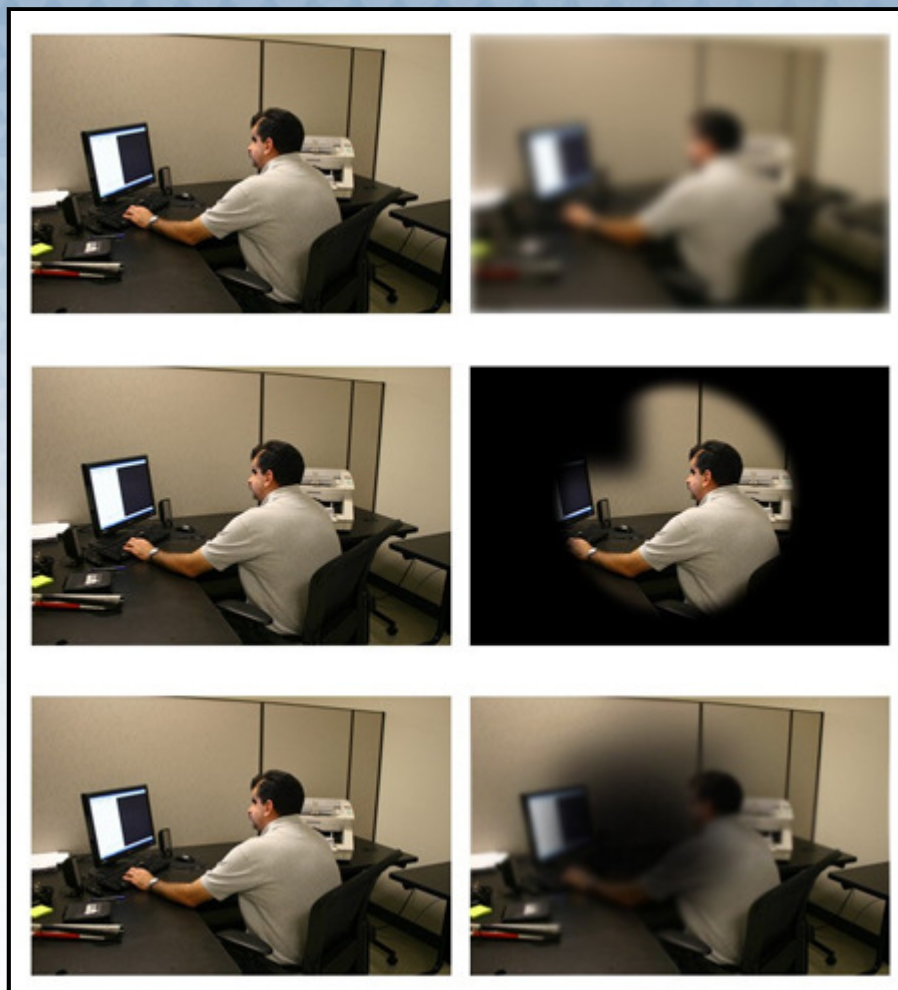


You can only see the “E”



Examples of Blindness

- **Cataracts**
Leading cause of blindness worldwide (48%)
- **Glaucoma**
Second leading cause of blindness – gradual loss of vision over period of time
- **Macular Degeneration**
Leading cause of blindness for those age 55 years and older (may occur at any age)





Blindness in Arizona & Worldwide

In Arizona –

- 30,000 Arizonans estimated to be legally blind, of which about 10,000 are of working age.

Worldwide -

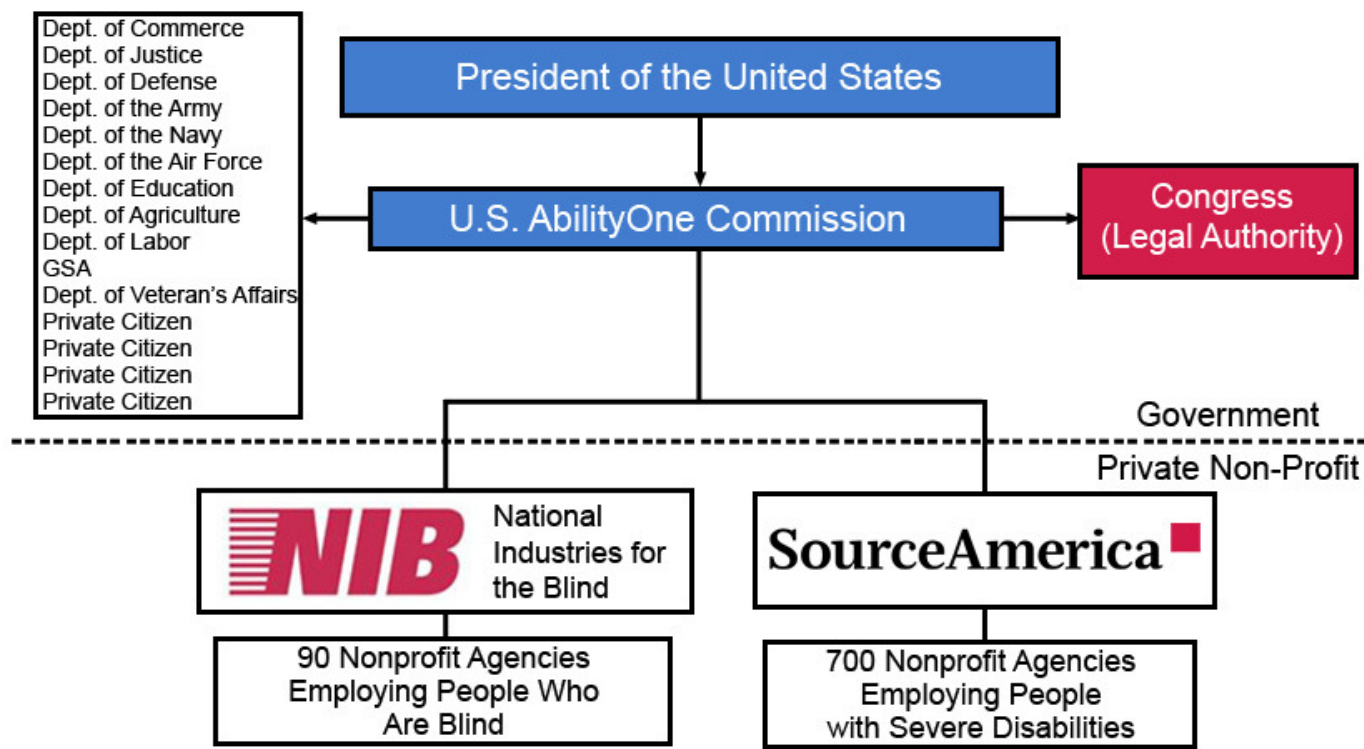
- 70% of people who are blind lack employment.
- 284 million people who are visually impaired worldwide
 - 90% of which live in developing countries.
- 39 million are totally blind and 245 million have low vision.



AIB is Part of the AbilityOne Program



AbilityOne Program Organization





The AbilityOne Program

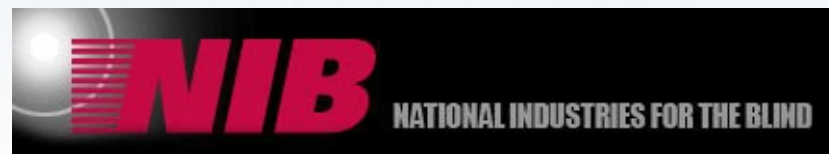
- Single largest source of employment for people who are blind or have severe disabilities
- Coordinates its activities with nonprofit organizations across the country to employ these individuals and provide goods and services to the federal government at a fair price.
- Over 40,000 Americans are employed through the AbilityOne Program!





The National Industries for the Blind

- AIB is one of 90 agencies within the National Industries for the Blind (NIB).
- NIB operates under the Javits-Wagner-O'Day Act (JWOD), a mandatory federal purchasing program, enabling people who are legally blind to work and provide products and services to federal as well as commercial customers.
- NIB and its associated agencies work to deliver quality products and services on time and at competitive rates.





AIB Currently Operates Four Successful Businesses



AIB Business Units

Warehousing &
Distribution Services

Base Supply
Centers

Document Imaging
Services

Production
Services

Teleservices
(Planned)





Distribution Services Unit

Contract with the Defense Logistics Agency (DLA)

Store, Repackage and Distribute:

- Lighting, Insignias, Springs, Bushings & Shims
- 175,000 Square Feet
- 350,000 Orders Shipped/Year
- ISO9001:2008 Certified



[Walgreens Video](#)



Base Supply Centers

Retail Stores at 3 Arizona Military Bases

- *Luke Air Force Base*
- *Davis Monthan AFB*
- *Yuma Marine Air Corp*
- Stores carry over 600 AbilityOne products such as:
 - Office Supplies
 - Cleaning Supplies
 - Military Uniforms
 - Tools



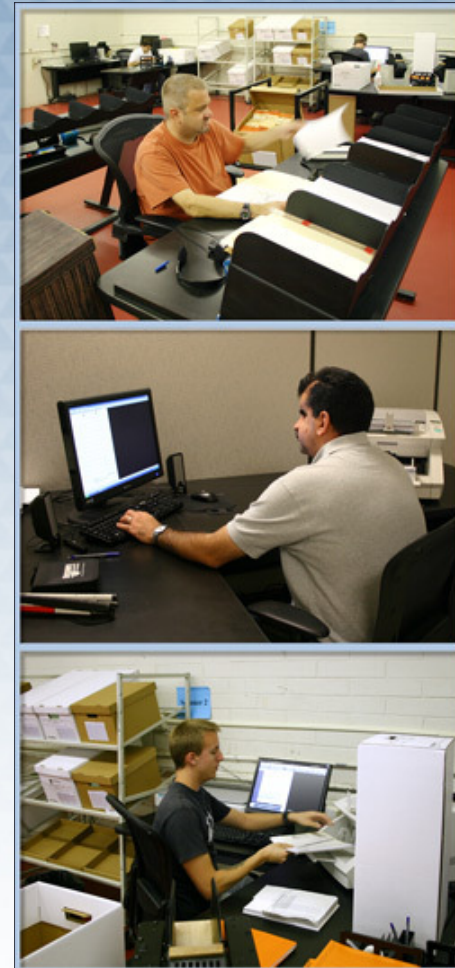


Document Imaging

Digital Data Scan

- Secure conversion of paper documents to electronic records
- Millions of pages converted
- Designated “Best Practice” by the Governor’s Office of Efficiency Review
- Vendor Payment Processing - RSA
- Set Aside Program for State and Local Government Customers

DIGITAL DATA SCAN™

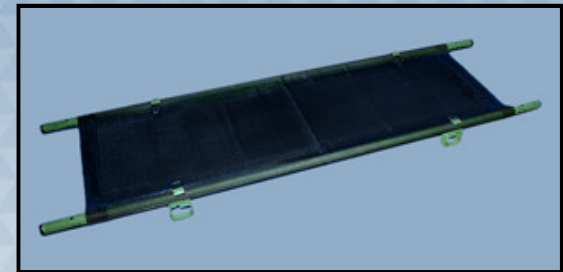




Production Services

ISO9001:2008 and AS9100 Certified Manufacturer for Department of Defense

- Military Litters
- Field Operating Table
- Metal Fabrication
- Custom Machined Parts
- Computer-Numerically-Controlled (CNC) Machines





Production Services

SKILCRAFT Component Parts

- A partnership between Wiscraft, Inc. in Milwaukee, Arizona Industries for the Blind, and Seattle Lighthouse for the Blind.
- Aerospace, Defense, Industrial, Commercial
- ISO 9001:2008 and AS9100 certified
 - Adaptive Technology Integrated in Quality Systems
 - Voice Interactive CNC Machines
 - Talking Digital Gages - Micrometers, Height Gages
 - Go / No-Go Plug and Snap Gages
 - Computers with JAWS Digital Screen Reader Software

ROCKWELL

THE BOEING COMPANY

HARLEY-DAVIDSON

HONEYWELL

P&H

GE

BRIGGS & STRATTON

CAPITOL STAMPINGS

DEPT. OF DEFENSE



[**SKILCRAFT Component Parts Video**](#)



Accessibility — Technology Assistance

Technology Levels the Playing Field for People Who Are Blind!

- **ZoomText** – Increases the size of text and images on PC Monitors
- **JAWS** – Text to Speech Program for personal computers
- **Talkman** – Wearable computer with headset and microphone





AIB Challenge

- How can AIB leverage existing lines of business to create new product and service opportunities in key growth markets?
- Where are the new opportunities to create employment for people who are blind?



Additional Resources

Online Resources:

- www.azdes.gov/aib/
- www.nib.org
- www.abilityone.gov

Thank You!



Video Links

- [*SKILCRAFT Component Parts Video*](#)
- [*Walgreens Video*](#)
- [*AbilityOne Program*](#)
- [*AIB Focusworks 15th Anniversary Event*](#)
- [*NIB - Every Purchase Creates Jobs*](#)